

# DUN'S REVIEW

COMMERCIAL AND BANKING FAILURES FROM OFFICIAL RECORDS  
COMMODITY PRICE INDEX ~ BANK CLEARINGS REPORTS

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R.G. DUN & CO.

The oldest and largest Mercantile Agency in the World

Established 1841

TIME TABLE				TIME TABLE			
Third Ave. R. R. Drawing Room Car.				1871			
DOWN.		UP.		STREETS.		UP.	
A.M.	P.M.	A.M.	P.M.	BROAD ST. BRIDGE	A.M.	P.M.	P.M.
7.30	10.30	1.30	4.30	LAWRENCE	10.15	1.15	4.15
8.2	11.2	2	4.2	ATLANTIC	10.15	1.15	4.15
9.02	11.02	3.2	6.2	W. 4TH	10.15	1.15	4.15
9.02	11.02	3.2	6.2	W. 5TH	10.15	1.15	4.15
10.15	12.15	4.2	7.2	W. 6TH	10.15	1.15	4.15
10.15	12.15	4.2	7.2	W. 7TH	10.15	1.15	4.15
11.17	1.17	5.17	8.17	W. 8TH	10.15	1.15	4.15
12.2	1.2	5.2	8.2	W. 9TH	10.15	1.15	4.15
1.27	1.27	5.27	8.27	W. 10TH	10.15	1.15	4.15
2.27	1.27	5.27	8.27	W. 11TH	10.15	1.15	4.15
3.29	1.29	5.29	8.29	W. 12TH	10.15	1.15	4.15
4.87	1.87	5.87	8.87	W. 13TH	10.15	1.15	4.15
5.2	1.5	5.2	8.2	Grand City Hall	10.15	1.15	4.15
				Lvng	10.15	1.15	4.15

# WHEN THE THIRD AVENUE R.R. BOASTED OF DRAWING ROOM CARS

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When we reflect upon the present day packed cars of our rapid transit system, we perhaps sometimes long for the comfort of the old days. Yet the compensating feature of speed more than offsets the degree of discomfort endured. Today, speed is such a prime factor in business life and practice that other elements of lesser importance in the general scheme of things are sacrificed to provide it right-of-way.

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Conscious of the importance of speed with accuracy in serving the credit community, the R. G. Dun System employs every device and method of operation available to assure members of the highest degree of efficient service. The very nature of the business of the R. G. Dun System permits of no deviation from the exacting standards so rigidly set and followed in every department throughout the organization.

R. G. DUN & CO.  
THE MERCANTILE AGENCY

*The Oldest and Largest Mercantile Agency  
in the World*

**290 Broadway, New York City**

ESTABLISHED 1841







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PUBLISHED WEEKLY BY

R. G. DUN & CO., 290 BROADWAY, NEW YORK

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ESTABLISHED 1841

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## TRADE REVIEW OF THE WEEK

Resumption of activity in a limited way was noted in leading lines of trade this week. Year-end statements are subjected to unusually close scrutiny in all departments, and much care is exercised in the acceptance of commitments. Some influx of orders during the early days were attributable to the accumulation of requirements over the holiday week-end. A somewhat stronger tone appears in certain leading lines.

### Retail Trade Slow

This period of the year is the low point of sales activity for many retail lines, being utilized generally for annual inventory and clearance sales, preparatory to restocking. Much of the merchandise being offered has profit possibilities, as it is not of the regulation type, but represents specially-priced goods on which a normal mark-up can be taken. Stocks generally are extremely low, with little, if any, carry-over that can be marked down.

The wholesale trade in Chicago was somewhat more active during the week, due to the visit

of 5,000 buyers to the furniture show and 3,000 merchants attending the annual shoe exhibition. The Southwest continues to be one of the brightest spots in the retail distributive field, with demand holding well up to the high level of the closing months of last year. Rains and heavy snows in most sections of the Northwest have made the general outlook somewhat more favorable, as soil conditions now are excellent for Winter crops.

### Inventories Low

Surveys made preliminary to the annual audits reveal positions of liquidity such as have not been recorded for the last two years. General inventories are about two-thirds the size of those at the year-end in 1930. Dollar volume of retail sales in 1931 dropped below the level of the year preceding, because of lower prices obtaining and the concentration of demand on inexpensive merchandise. Cuts in overhead have enabled merchants to enter the new year on a more solid foundation than was the case at the beginning of 1931.

### DUN'S INDUSTRIAL INDICES

#### Factors Reported Weekly:

Dun Reports	1932	1931	P.C.
Bank Clearings.....	\$6,495,345,000	\$10,903,055,000	-40.0
Commodity Price Advances.....	11	22	...
Commodity Price Declines.....	51	29	...
Insolvencies (number).....	739	927	-20.3

#### Industrial Activity

†Crude Oil Output (barrels).....	2,200,100	2,062,100	+ 7.1
Electric Power Output (kwh)...	*1,523,652	*1,597,454	-4.6
Freight Car Loadings.....	441,589	536,292	-17.6

#### Factors Reported Monthly:

##### Agriculture

†Cotton Consumption (bales).....	428,870	415,315	+ 3.3
Cotton Exports (bales).....	1,070,643	907,640	+ 18.0

##### Dun Reports

Price Index Number.....	\$140,682	\$159,719	-11.9
Insolvencies (number).....	2,758	2,525	+ 9.2
Insolvencies (liabilities).....	\$73,212,950	\$83,685,361	-12.5

##### Foreign Trade

Merchandise Exports.....	193,000,000	288,978,000	-33.2
Merchandise Imports.....	150,000,000	203,503,000	-26.3

##### Industrial Activity

Pig Iron Output (tons).....	980,376	1,665,690	-41.1
Steel Output (tons).....	1,302,399	1,979,547	-34.2
Unfilled Steel Tonnage.....	2,938,981	3,639,636	-19.4
Building Permits.....	\$38,425,341	\$84,304,501	-54.4

†Daily average production. †Domestic consumption. \*(000) omitted.

## STEEL TRADE OPENS YEAR WITH GAIN IN ACTIVITY

### Orders from Automobile Industry and Railroad Specifications Chief Sources of Improvement—Prices Continue Weak

Steel plant operations have increased slightly this week, being estimated at close to 25 per cent of capacity. Buying thus far this year has been comparatively light, although rather substantial orders for sheet and strip steel are reported to have been given; these come in principally from automobile sources.

#### Automobile Buying Light

Thus far, however, it is reported that buying by automobile manufacturers has not been up to expectations, and it is thought that orders from this source will continue small until after the new models will have been shown. Structural steel contracts have been rather slow, although last week's total was higher than for several weeks, and included 15,000 tons for the new Pittsburgh post office. Finishing mill schedules, while still rather irregular, are at a somewhat higher rate.

Prices are not showing much strength, although steel producers are making every effort to stabilize prices and on steel bars an effort is being made to restore the 1.60c. price. Flat-rolled products have been depressed and hot-rolled strip has been quoted at \$1 a ton under recent levels; sheets also have shown a lower tendency. Wire mills have increased production and prices are holding at recently advanced levels.

#### Railroad Specifications Higher

Pig iron production continues low, and there has been very little inquiry since the first of the year. Prices continue quotable at \$15.50, Valley furnace, for foundry iron, and \$16 for malleable and Bessemer. There has been practically no new business coming from railroads, although specifications for accessories are expected to be somewhat higher in the near future. Tin plate production is estimated at 40 per cent of capacity, with some improvement looked for soon. The scrap market is quiet, with prices unchanged at the levels prevailing for several weeks past.

#### Cleveland Schedules Maintained

During the first week of the new year, volume of business in finished steel in the Cleveland district showed little variation from that of the latter part of December. There were some fair orders for sheets and strip steel received from the motor car industry in Michigan, but there was very little business in these products in this territory. Activity in the heavier rolled steel products was limited mostly to bar orders. Few plants in the metal-working industries are buying steel to replenish stocks.

While consumers have placed first-quarter contracts, little general interest is being shown in

contracts. Some business evidently is being held back until the price situation will have become more settled.

#### Pig Iron Demand Light

There is little inquiry pending for pig iron, and sales during the week were light. Whether business in the Cleveland territory will increase during January will depend largely on the activities of the jobbing foundries, which now have little work. Two of the leading automobile plants in Michigan are taking good tonnages. While the freight rate advance authorized by the Interstate Commerce Commission is based on net tons, the Ohio Railway Commission has ruled that for intrastate shipments freight advances are to be figured on either a gross or net ton basis, according to the way the commodity is sold. Consequently, the rate advance for shipments wholly within Ohio is 12c. a gross ton. Prices are unchanged.

#### Chicago Output Gains

Although some consumers of iron and steel have entered specifications, the Chicago market, as a whole, seems to be taking a breathing spell, which tends to cloud the view of the near future, according to *The Iron Age*. Output has gained moderately to 20 per cent of ingot capacity, with rather a large portion of cold metal in use.

The new freight rates have had little effect on the finished steel market. Numerous small releases of pig iron near the year-end, however, now serve as a check on shipments in the opening week of the new year.

Specifications from automobile plants are growing slowly, and farm implement manufacturers are making a little headway. Men being called back to railroad shops give promise of heavier use of steel mill products in that direction. The spread of wage cuts among railroad employees is taken by the trade as a good sign. Little in the way of market stimulation, however, is expected to result for sixty or ninety days.

#### Pennsylvania Output Higher

Small, scattered steel inquiry has appeared in the Philadelphia district since the holidays. Steel mill operations, at about 15 per cent for Eastern Pennsylvania, are slightly higher than the estimate of a week ago. One plant, which had not operated its open-hearth furnaces for three weeks, has started two, but another will not resume open-hearth output for another week or ten days. Rolling-mill schedules continue to be irregular, depending upon the volume of orders received each day.

# INSOLVENCIES FOR CURRENT WEEK BELOW LAST YEAR'S

**Improvement Notable, Following Gain in the Exhibit at Year-End  
Failures in 1931 the Highest Ever Reported**

The new year opens with a considerable increase in the number of business failures in the United States. Such a condition is quite usual. It is noteworthy, however, that there is a considerable reduction this year in the number compared with the exceptionally high total for the first week of 1931, and this is the case after making allowance for the fact that the week this year covers only five business days.

Insolvencies this week reached a total of 739, against 612 last week, 562 the preceding week and 972 for the same week a year ago. As stated above, the figures for a year ago were for six days, but even making allowance for that fact, this year's return is for a smaller number. All of the other comparisons are for five days.

## Gains in Most Sections

The heaviest losses the past year occurred in the first three months, as is usually the case, the number representing for that time something over 30 per cent of the total—in 1930 the ratio was 28 per cent. There was a reduction in both the second and third quarters, the number for the third quarter of the past year being less than in 1930. An increase occurred in the fourth quarter as is usually the case. Just about one-quarter of the defaults occurring in both years were reported in the fourth quarter. Liabilities in the fourth quarter of this year were above those of 1930.

All geographical sections, excepting the three Pacific Coast States, show an increase in the number of defaults compared with both preceding weeks. Compared with last week, the increase is largest in the South. It is also quite heavy in the West, but for the Eastern section the number was very large both this week and last. The reduction for the Pacific Coast States is quite noteworthy. For the East, the West and South, there was a large decline compared with the six days of a year ago.

Of this week's failures in the United States, 502 reported liabilities of \$5,000 or more in each instance, against 400 last week and 379 the preceding week. The increase this week over last week was in all four geographical divisions.

Canadian failures this week were also reduced in number. The total was 51, against 64 last week and 58 two weeks ago.

SECTION	Five Days Jan. 7, 1932		Five Days Dec. 30, 1931		Five Days Dec. 23, 1931		Week Jan. 8, 1931	
	Over \$5,000	Total	Over \$5,000	Total	Over \$5,000	Total	Over \$5,000	Total
East .....	214	285	168	268	145	183	255	362
South .....	106	204	87	121	91	136	162	267
West .....	139	178	106	147	101	165	181	230
Pacific .....	43	72	39	75	42	70	30	68
U. S. ....	502	739	406	612	379	563	578	927
Canada .....	30	51	41	64	37	58	34	58

## Insolvencies for the Past Year

Business failures in the closing days of December were very numerous, so that the record for that month, both as to number and liabilities, was considerably higher than the earlier reports indicated. Insolvencies in the United States for the final month of 1931 numbered 2,758, with a total indebtedness of \$73,212,950. These figures compared with 2,195 similar defaults in the preceding month, owing \$60,659,612, and 2,525 in December, 1930, for \$83,683,361. The December, 1930, figures were unusually high, in fact the indebtedness then reported was considerably above similar returns for December of the year just closed.

Monthly and quarterly failures, showing number and liabilities, are contrasted below for the periods mentioned:

	Number				Liabilities			
	1931	1930	1929	1931	1930	1931	1930	
December .....	2,758	2,525	2,087	\$73,212,950	\$83,683,361			
November .....	2,195	2,031	1,796	60,659,612	55,260,730			
October .....	2,362	2,124	1,852	70,660,436	56,296,577			
4th Quarter.....	7,315	6,680	5,655	\$204,532,998	\$195,240,668			
September .....	1,086	1,963	1,568	\$47,255,650	\$46,947,021			
August .....	1,944	1,913	1,762	58,025,132	49,180,053			
July .....	1,983	2,028	1,752	60,997,853	59,826,417			
3rd Quarter.....	5,863	5,904	5,082	\$161,278,635	\$185,954,091			
June .....	1,993	2,026	1,767	\$51,655,648	\$68,130,762			
May .....	2,248	2,179	1,897	58,371,212	55,541,462			
April .....	2,353	2,198	2,021	50,568,135	49,059,508			
2nd Quarter.....	8,624	8,403	5,685	\$155,894,995	\$167,731,532			
March .....	2,604	2,347	1,987	\$60,386,550	\$56,846,015			
February .....	2,563	2,262	1,965	59,607,612	51,826,365			
January .....	3,316	2,759	2,585	94,608,212	61,185,171			
1st Quarter.....	8,483	7,308	6,487	\$214,602,874	\$169,857,551			

## High Record for the Year

The record for 1931 is above that of any preceding year, both as to the number of defaults and as to the amount of indebtedness. For 1930 there had not been so many business failures in any year prior to that time up to then, and the amount of liabilities had also been above any previous amount reported. In 1928 the number of defaults was unusually high, and next to that comes 1922, in which year both number and liabilities were very large; also, in 1915, the number of business failures exceeded any previous record. The latter, however, was below that for the other four years mentioned above.

In the following table a compilation is given showing the record of business failures each year since 1921:

	Number	Liabilities	Average
1931.....	28,285	\$736,309,102	\$26,032
1930.....	26,355	668,283,842	25,357
1929.....	22,909	483,250,196	21,094
1928.....	23,842	489,559,624	20,533
1927.....	23,146	520,104,268	22,471
1926.....	21,778	409,522,778	19,516
1925.....	21,214	443,741,272	20,118
1924.....	20,615	543,225,449	21,351
1923.....	18,718	539,386,806	28,816
1922.....	23,676	623,896,251	26,351
1921.....	19,652	627,401,883	31,926

## Moderate Recovery in Rubber Industry Expected

### **Output and Sales Declined in Nearly All Branches During 1931, Despite Year-End Betterment—Price Level at Record Low**

The general rubber trade is just emerging from one of the most unfavorable years in its history. Some manufacturers report that output practically equalled that of 1930, particularly in those lines where there was a diversity of products, and some producers of novelties even went ahead of their record for the year preceding. Operating schedules, as a whole, however, including all factories producing tires, mechanical goods and sundries, averaging 5 to 20 per cent below those of 1930.

In the automobile tire branch of the industry, which utilizes nearly 82 per cent of the entire quantity of rubber consumed in the United States, the decline in production has been less pronounced than the falling-off in retail sales. With the total number of tires produced during 1931, estimated at 50,100,000, this is only a 3.7 per cent drop from the 52,000,000 produced in 1930. It is a decline of 36 per cent from the peak of 78,000,000 manufactured in 1929.

As a result, stocks at some of the factories have tended to increase, and dealers' holdings are considerably larger than they were in December, 1930. The labor employed in this branch of the industry was reduced nearly 15 per cent from the total of 1930.

#### **Output of Sundries Gained**

Manufacturers of floor coverings and rubber tile have been operating on a restricted schedule, due to lack of activity in the building trade, this condition having been prevalent during almost the entire year. Production of mechanical rubber goods used in the industrial trades still is on a basis of about 60 per cent of capacity. During the last quarter of 1931, however, evidence pointing to an improvement appeared, and orders were more frequent and in larger amounts.

Increased production was noted during 1931 in the case of motorcycle tires, insulated wires, insulating compounds, stationers' rubber goods, heels and soles, sporting goods, toys and novelties.

#### **Sales Drop 10 to 25 Per Cent**

While the unit volume of sales of automobile tires is only 10 per cent below the record of 1930, the dollar value reveals a drop of fully 23 per cent. Sales of mechanical goods are nearly 25 per cent less than they were a year ago. Inclement weather during the last quarter of 1931 created an unusual demand for rubber footwear and clothing, and the month by month comparison of sales exceeded those for the last three months of 1930. This recovery of sales will cut down materially the reduction, and it is estimated that the 1931 volume in this branch

probably will not be off more than 20 per cent from that of 1930. The movement of merchandise during the holidays was less than expected; as a result, merchants have rather large carry-over stocks.

A slight increase in orders has been noted recently for a few lines of mercantile rubber products used in manufacturing operations, but this increase has been handled without any appreciable increase in the number of employed. Seasonal activity also has been noted in lines affiliated with the surgical, and drug business, whose principal season is during the Winter months. Druggists' sundries, medicinal and surgical rubber goods, toys and novelties, were the only groups to show an increase over last year's sales volume.

#### **Price Situation Unsatisfactory**

The price of rubber has suffered greater declines than in any other commodity in recent years. After reaching a high of \$1.26 a pound in 1925, the price of crude rubber dropped successively to 40 cents in 1926, 33 cents in 1927, 17 cents in 1928 and 8 cents in 1930. Even at the average of 5 cents for 1931, which is an all-time low quotation, the market shows few indications of having reached bottom.

Prices of all lines of automobile tires, mechanical goods and sundries have been under steady pressure throughout the entire year, and range from 10 to 30 per cent under the 1930 quotations in the various departments. Prices of rubber footwear, however, are off not more than 6 per cent, as compared with those of last year, and current quotations are considered to be fairly stable.

Prices now are so low that only the best equipped factories, mechanically and financially can count on a profit. As a matter of fact, profit and loss deficits were practically uniform among American rubber companies during 1931. Even those reporting a net profit showed a deficit after dividends and other charges were made. It was in 1930 that most companies showed a loss for the first time in many years.

#### **Outlook for 1932 Encouraging**

For the balance of the Winter, it is expected that the industry, as a whole, will mark time. Business in hard rubber goods is expected to be fairly steady, with the average about at a normal rate, considering the trend of general business. While no one seems willing to hazard an opinion as to the probable course of the trade during 1932, conditions in some branches are nearly normal, as stocks have been reduced during the past two and half years to such an extent that they are about one-half the peak figures of 1929. This is true particularly of

footwear and rubber clothing. Stocks of mechanical goods still are excessive.

### Current Orders Gain

It is the general opinion that demand must appear early in the current year, and bring with it some strengthening of the price structure. The latter, however, will be dependent, to a large extent, on the price of crude rubber, and it cannot be overlooked that stocks of the latter now are the largest in the history of the industry.

Production of mechanical rubber goods used in the industrial trade continues on a basis of 60 per cent capacity in the Cincinnati district, and sales during the past year have averaged approximately 30 per cent less, by comparison with the results during the preceding year. More recently, however, evidence pointing to improvement has appeared. Orders are more frequent and in larger amounts. Prices, although on lower levels, now are generally steady, and no further declines are anticipated. The market price of first-grade smoked ribbed sheets advanced from  $4\frac{1}{4}$ c. to  $4\frac{3}{4}$ c., which compares

with 5c. in August last, and 10c. in August, 1930.

Mild and open weather during the past three months was partly responsible for slow sales in the retail division. Movement of raincoats, rubber shoes and certain grades of other rubber goods is influenced largely by weather conditions. Holiday trade was off approximately 20 per cent, as compared with that of last year. Merchants have considerable carry-over stock.

### Factory Schedules Curtailed

Production of rubber tires at Cleveland recorded more than the usual seasonal percentage of decline during the closing months of 1931. The recession is slightly less than for the average of the five previous years, and labor in this industry is working at about 15 per cent below the schedule of last year.

A number of factories in this region are operating only part time. There is a gradual reducing of inventories in the hands of dealers, and this is taken as an indication that there is a shortage

developing, which will be reflected in a sharper demand with the advent of the Spring months of 1932. The decline in production has not been as pronounced as the falling off in retail sales, hence there is an increase in stocks at some of the factories. This has tended to soften prices. For the balance of the Winter, it is expected that the industry, as a whole, will mark time.

### Tire Sales Maintained

For the first nine months of 1931, sales of tire casings amounted to 40,302,000 units, against 44,133,000 in the like period of 1930. However, while unit volume was only off about 10 per cent, dollar

sales showed a drop of about 23 per cent, due to lower tire prices extending through all lines. Sales of mechanical goods were about 23 per cent off, but those of boots and shoes showed a decline of over 40 per cent, due to the unseasonable weather.

As a result, manufacturing operations in the Akron district have been depressed severely, and while sales have been about 10 per cent off, most of the factories have had production schedules averaging about

15 per cent lower than those of 1930, which was regarded as a poor year.

Prices on all lines of tires, mechanical goods, and sundries have been under steady pressure throughout the entire year, but it is felt that the recent reduction on all first line tires should be the last for some time to come.

All inventories have been gradually reduced during the past two and a half years, until they now stand at about one-half of the peak figure of 1929. As a result, there undoubtedly has been a tremendous potential demand built up, and it is felt throughout the district that 1932 undoubtedly will bring a somewhat larger volume of business, with a chance of an increase in prices.

### Footwear Demand Recovers

The rubber goods trade may be divided into two sections: The rubber mechanical goods, and rubber footwear and clothing. Of the two divisions, the rubber mechanical goods, dependent upon manu-

*continued on page 16*

## BUSINESS CONDITIONS OF THE WEEK—REPORTED BY

**ATLANTA** Wholesalers report fair sales in moderate amounts, with some repeat orders. Retail merchants are conducting special sales preparatory to taking inventory. Holiday trade was fairly satisfactory, the tendency being to purchase cheaper merchandise.

**BALTIMORE** Merchants and manufacturers are concentrating their attention on the year-end inventory. In most cases, stocks are substantially lower than they have been in former years. The more normal temperatures unquestionably are serving to stimulate most branches of the textile line; dry goods, knitted garments and underwear are moving better and clothing, both men's and women's wear, is in more active demand.

The seafood packing industry continues quite active, and is absorbing a substantial amount of labor. Drug sundries and pharmaceuticals are in better demand. Electrical labor-saving devices for domestic purposes are selling well. Maryland leaf tobacco is in steady demand, and is bringing good prices.

**BOSTON** Retail buying continues in moderate proportions, although it has been stimulated, to some extent, by radical price reductions. The movement of rubbers and Winter footwear has been handicapped by the continuance of unseasonably mild weather. Tanners are purchasing very few hides, but as the season progresses, there is a slightly better demand for leather. Stocks are about 10 per cent lower than they were a year ago. Inquiries for wool are more numerous, and prices are firm.

**BUFFALO** The week just ended has shown a sharp decline in retail sales, considerably below the usual seasonal variation. The last quarter ending December 31, 1931, recorded the most serious deflation period of the entire year. Inventories are estimated to be only about two-thirds those of a year ago.

Buying is being confined to immediate requirements. The current week featured many liquidation sales, forcing prices to new low levels. With the cessation of such sales, a slow but steady up-trend is now anticipated.

**CINCINNATI** Following the year-end recession, business in general continues quiet. However, definite signs of recovery are apparent, as new inquiries for diversified commodities are appearing. A more optimistic feeling is evident, and moderate improvement is anticipated in trade conditions during the first quarter of this year.

Buying in the jobbing markets has not, opened actively, as yet, as many salesmen have not returned to the road. Quotations of cotton goods have be-

come more regular, and further price declines are not expected.

**CLEVELAND** Unseasonably warm weather is adversely affecting the sale of Winter clothing, a situation especially noted in men's and boys' overcoats, women's and misses' heavy outer garments, hats, underwear and shoes. Both the unit volume and the dollar value of sales are off normal.

Manufacturing shows an irregular tendency according to the various lines of industry. Some small factories have been fairly busy, but most of the large concerns show a falling off that is quite general.

**KANSAS CITY** Representative retailers report, in a general way, that volume the past week was fairly satisfactory, although the dollar value, compared to that of a year ago, is considerably less; this is partly accounted for through lower prices of products.

Wholesalers of clothing, and women's wear, report that holiday activities, together with unseasonable weather, have hindered their volume. Business in livestock, flour, and general agricultural products has been light.

**LOS ANGELES** Retail trade, in most instances, was reported up to expectation during the holiday season, although the volume was below that of December, 1930. Local department stores now are holding the usual clearance sales, and continued seasonal weather has increased the demand for Winter weather apparel. Wholesalers and jobbers are marking time, but expect improvement in the near future. Increased sales are reported in the petroleum industry.

**LOUISVILLE** Sales of department stores last year ran about 18 per cent below the total for 1930, due chiefly to the lower prices and the concentration of demand on inexpensive merchandise. Sales of men's furnishings have been satisfactory, but advance Spring bookings are slightly off. Sales of furniture and carpets receded almost continuously during 1931.

Building activity is confined chiefly to Federal projects, and movement of materials continues of disappointing volume. There has been a little gain in the demand for paints and veneers since the first of the year. The paper trade still is unsatisfactory, as mills are running on reduced schedules, and there has been no strengthening of prices.

**MEMPHIS** Because stocks were not large at the year-end, there was little carry-over, but clearance sales in apparel already have started. Because of practically no cold weather, buying of clothing has lagged.

## DISTRICT OFFICES OF R. G. DUN & CO.

Little cotton is being sold and weather conditions have not favored picking of the remnant in the fields. It is feared a portion will be so badly damaged as to cause it to be left. Holders of cotton are not offering much, and it is expected to be doled out to meet absolute financial needs, especially when time comes to prepare for another crop.

**NEWARK** Distribution at retail has experienced the seasonal post-holiday reaction, relatively not more pronounced than in other years. Dealers report cautious buying, as a rule. Merchandise has been well reduced and the carry-over of holiday goods was relatively small. After a degree of activity in radio sets and parts, demand has quieted, and trade in that line is only fair now.

The building trades are seasonally quiet, only a small volume of construction work being under way. Among manufacturers generally, quiet demand is reported.

**PHILADELPHIA** Retail trade during the current week was occupied chiefly with clearance sales, with a fair response reported for the majority of the events. Volume, as a whole, has not come up to the expected total. In the dry goods trade, prices have shown almost no improvement, and sales reveal only a moderate increase.

Wool merchants report that business during the past month showed a change for the better, although it was slight. This trade has an unusually bright outlook for the next few months. Prospects for Spring are fair to good with clothing manufacturers, but the better lines are not selling so freely as they did a year ago.

**PITTSBURGH** There has been no particular improvement in business conditions locally since the first of the year, mild weather not being conducive to much activity in wearing apparel lines. Clearance sales are the rule with the larger merchants, but sales are comparatively light. The jobbers have been busy with inventories; as a rule they report stocks on hand much smaller than usual.

**PORTLAND, Ore.** Business has been quiet generally during the week. Sales are advertised, in a number of lines, to stimulate buying. Wholesalers report volume of orders low. Retailers are inclined to await developments before estimating Spring requirements.

The merchandising possibilities of 1932 are a subject of general interest. The fact that 1931 compared more favorably with 1930 than was generally expected is ground for the belief that 1932 may show some improvement. Dealers do not anticipate much increase in volume nor any radical change in the price structure.

**ROCHESTER** Public building permits for the eleven months of 1931 totalled \$10,503,664, a 7 per cent advance over those for the corresponding period of 1930. Employment during November in machinery and electrical appliance, instrument and optical goods and chemical and oil products held close to the October level.

There was a gain in new passenger car sales in November totalling 400, a 25 per cent advance over the October, 1931, record. In this district, however, there was for the eleven months a 24 per cent decline from the total for the same period of 1930.

**ST. LOUIS** Both retail and wholesale houses report a temporary lull in business for the week, due, it is believed, to relaxation from the holiday rush. Wholesalers and jobbers in textile lines are fairly well satisfied with the present conditions, while some of the larger manufacturers of shoes report sales for the past year fully normal and the immediate future to be promising.

Manufacturers of heavy chemicals report a slight improvement in business, while the hardware and building material lines show a further recession. Paper box manufacturers report low production, with a very close margin of profit. Flour mills report a tendency to drift along with the market.

**TOLEDO** Retail trade since the holidays has been of good volume in general lines, but is somewhat less in total than that of a year ago. Wholesale dry goods merchants report smaller holiday sales than in 1930. The wholesale shoe trade was normal during Christmas week, but the volume for 1931 was lower than that for the year preceding.

Rubber flooring manufacturers report a fair volume of operation. Employment in half a hundred industrial concerns is down 2 per cent from the record of the week preceding. Building permits issued during the last week in December were at the lowest point of the entire year.

**TWIN CITIES (St. Paul-Minneapolis)** This period of the year is the low point of sales activity for many houses and is utilized in taking the annual inventory. Surveys made preliminary to the annual audits reveal positions of liquidity enjoyed such as have not been prevalent in many years and should minimize the number of insolvencies during 1932.

Wholesalers and jobbers have had a fair amount of current business in filling-in and sorting-up orders. Commitments for Spring are reported, by the travelers off the road for the holidays, as at the lowest level in the memory of some of the oldest salesmen in this district. Country stocks are low, but dealers are adhering to the policy of buying for a few weeks' needs only.

# WEEKLY QUOTATION RECORD OF

## Declines Continue to Predominate

Despite the absence of any important favorable or unfavorable developments during the week, the trend of commodity prices again was downward, after their course in that direction had been checked

during the middle part of December. The percentages of the declines and advances now are about of the same proportion as they were at this time a month ago.

Declines this week in Dun's list of wholesale commodity quotations numbered 51, as compared

	Ch'ge	This Week	Last Week	Last Year		Ch'ge	This Week	Last Week	Last Year
<b>FOODSTUFFS</b>									
<b>BEANS:</b> Pea, choice.....100 lbs									
Red kidney, choice....."	-25	2.85	2.85	5.50	FAS Plain Red Gum, 4/4".....per M ft.	76.00	76.00	102.00	
White kidney, choice....."	-25	3.50	3.75	9.75	FAS Ash 4/4"....." " " -8.00	71.00	79.00	90.00	
<b>COFFEE:</b> No. 7 Rio.....lb		7	7	6%	FAS Poplar, 4/4".....7 to 17"....." " " -3.00	80.00	83.00	110.00	
" Santos No. 4.....+ 1/4	9	8 1/4	9 1/4		Beech, No. 1 Common, 4/4"....." " " 45.00	45.00	50.00		
<b>DAIRY:</b>					FAS Birch, Red 4/4"....." " " 85.00	85.00	115.00		
Butter, creamery, extra.....lb -4 1/4	26 1/4	31	28		FAS Cypress, 1"....." " " -5.60	77.00	82.60	87.50	
Cheese, N. Y., fancy....."	16	16	18		FAS Chestnut, 4/4"....." " " -5.00	65.00	70.00	80.00	
Eggs, nearby, fancy.....doz -5	33	38	32		No. 1 Com. Mahogany, (African), 4/4"....." " " 150.00	150.00	156.50		
Fresh, gathered, extra firsts. ....-3	28	31	27		FAS H. Maple, 4/4"....." " " 70.00	70.00	85.00		
<b>DRIED FRUITS:</b>					Canada Spruce, 2x4"....." " " -1.50	25.00	26.50	34.00	
Apples, evaporated, fancy....lb	10 1/4	10 1/4	11		N. C. Pine, 4/4" Edge Under 12" No. 2 and Better....." " " 39.00	41.00	46.50		
Apricots, choke....."	9 1/4	9 1/4	12		Yellow Pine, 8x12"....." " " -12.00	43.00	55.00	62.00	
Citron, imported....."	18	18	18		FAS Basswood, 4/4"....." " " -3.50	63.00	66.50	79.00	
Currants, cleaned, 50-lb. box. ...."	11 1/4	11 1/4	11 1/4		Douglas's Fir, Water Ship, c. i. f., N. Y., 2x4" 18 feet....." " " -1.75	20.50	22.25	26.00	
Lemon Peel, Imported....."	17	17	14		Cal. Redwood, 4/4"....." " " 66.00	66.00	75.00		
Orange Peel, Imported....."	17 1/2	17 1/2	15		Clear....." " " 23.00	23.00	27.50		
Peaches, Cal. standard....."	7 1/4	7 1/4	7 1/4		North Carolina Pine Roofers, 18x16"....." " " 5.00	5.00	7.00		
Prunes, Cal. 40-50, 25-lb. box. ...."	5 1/4	5 1/4	7 1/4		Rosin "....." " " -5	3.35	3.40	4.80	
<b>FLOUR:</b> Spring Pat. ....196 lbs	4.20	4.20	4.60		Tar, kiln burned....." gal +3 1/2	10.00	10.00	13.00	
Winter, Soft Straights....."	3.20	3.20	4.10		41	37 1/2	43 1/2		
Fancy Minn. Family....."	5.45	5.45	6.30		<b>PAINTS:</b> Litharge, com'l Am. lb	12	12	7 1/2	
<b>GRAIN:</b> Wheat, No. 2 B. ....bu - 1/4	72 1/2	72 1/2	100 1/2		Red Lead, dry....." 100 "	12	12	8 1/2	
Corn, No. 2 yellow....." - 1/2	51 1/2	53 1/2	85 1/2		White Lead in Paste....." 12	12	12	18 1/2	
Oats, No. 3 white....." + 1/4	36 1/2	35 1/2	41 1/2		" " dry....." 12	12	12	7 1/2	
Eye, No. 2, F.O.B. ....+ 2 1/2	59 1/2	57 1/2	46 1/2		Zinc, American....." 6 1/2	6 1/2	6 1/2		
Barley, malting....." + 3/4	61 1/2	61 1/2	58 1/2		" F. P. R. S. ...." 9 1/2	9 1/2	9 1/2		
Hay, No. 1.....100 lbs	92 1/2	90	14.50		<b>ADVANCES 1; DECLINES 11.</b>				
<b>HOPS:</b> Pacific, Pr. '30.....lb	18	18	22						
<b>MOLASSES AND SYRUP:</b>					<b>HIDES AND LEATHER</b>				
Blackstrap—bbls.....gal	9 1/2	9 1/2	12						
Extra Fancy....."	54	54	54		<b>HIDES, Chicago:</b>				
<b>PEAS:</b> Yellow split, dom. 100 lbs	5.00	5.00	4.50		Packer, No. 1 native.....lb	7 1/2	7 1/2	9 1/2	
<b>PROVISIONS, Chicago:</b>					No. 1 Texas....." 7 1/2	7 1/2	9 1/2		
Beef Steers, best fat....100 lbs -25	11.75	12.00	13.00		Colorado....." 7	7	9		
Hogs 220-250 lb. w'ts....." -10	4.20	4.30	7.90		Cows, heavy native....." 6 1/2	6 1/2	7 1/2		
Lard, N. Y., Mid. W. ...." -20	5.30	5.50	8.95		Branded cows....." 6 1/2	6 1/2	7		
Pork, mess.....bbl -1.00	16.75	17.75	28.50		No. 1 buff hides....." - 1/2	5 1/2	5 1/2	6 1/2	
Lamb, best fat, natives. ....100 lbs	5.75	5.75	8.50		No. 1 extremes....." - 1/2	6 1/2	6 1/2	7 1/2	
Sheep, fat ewes....."	2.50	2.50	3.00		No. 1 kip....." - 1/4	6	6 1/2	8	
Short ribs, sides, l'se....." -25	5.50	5.75	11.62		No. 1 calfskins....." 6 1/2	6 1/2	9 1/2		
Bacon, N. Y., 140 down.....lb	7	7	14		Chicago city calfskins....." - 1/4	7 1/2	7 1/2	14 1/2	
Hams, N. Y., 18-20 lb. ...." - 1/4	10 1/4	10 1/4	15 1/4		<b>LEATHER:</b>				
Tallow, N. Y., sp. loose....." - 1/8	3	3	4 1/4		Union backs, t.r. ...." 30	30	30	33	
<b>RICE:</b> Dom. Long grain, Fancy....lb	5 1/2	5 1/2	5 1/2		Scoured oak-backs, No. 1....." 34	34	34	38	
Blue Rose, choice....."	3 1/2	3 1/2	4 1/2		No. 2 butt bands....." 45	45	45	50	
Foreign, Japan, fancy....."	3 1/2	3 1/2	3 1/2		<b>ADVANCES 0; DECLINES 4.</b>				
<b>SPICES:</b> Mace, Banda No. 1. ....lb	39	39	58						
Cloves, Zanzibar....."	14	14	80		<b>TEXTILES</b>				
Nutmega, 105-110s....."	13	13	17						
Ginger, Cochin....." 7 1/2	7 1/2	7 1/2	12		<b>BURLAP:</b> 10 1/2-oz. 40-in.....yd	4 1/2	4 1/2	15 1/2	
Pepper, Lamppong, black....." + 1/4	11	10 1/2	18 1/2		8-oz. 40-in....." 3 1/2	3 1/2	3 1/2	3 1/2	
" Singapore, white....."	14	14	21		<b>COTTON GOODS:</b>				
" Mombasa, red....."	17	17	18		Brown sheetings, stand....." 5 1/2	5 1/2	9		
<b>SUGAR:</b> Cent. 96%.....100 lbs + 3	3.15	3.12	3.38		Wide sheetings, 10-4....." 42	42	50		
Fine gran., in bbls....." 4.20	4.20	4.20	4.70		Bleached sheetings, stand....." 13	13	14		
<b>TEA:</b> Formosa, standard.....lb	11	11	14		Medium....." 9	9	9 1/2		
Fine....." 21	21	21	22		Brown sheetings, 4 yd....." 4 1/2	4 1/2	7		
Japan, basket fired....." 12	12	12	15		Standard print....." - 1/4	6 1/2	6 1/2	7 1/2	
Congou, standard....." -1	9	10	12		Brown drills, standard....." - 1/4	5 1/2	6	9	
<b>VEGETABLES:</b> Cabbage (nearby)					Staple ginghams....." - 1/4	6 1/2	7 1/2	8	
bkt. ...." -15	60	75	1.50		Print cloths, 38 1/2-in. 6x60....." 3 1/2	3 1/2	3 1/2	5 1/2	
Onions (Jersey), Yel. ....bkt + 15	2.00	1.85	90		Hose, belting, duck....." 19	19	24		
Potatoes, L. I., 180-lb. sack	2.00	2.00	3.75		<b>HEMP:</b> Midway, Fair Current. lb - 1/4	4 1/2	4 1/2	5	
Turnips, Can., Rutabaga....bag - 5	50	55	1.30		" " " 3 1/2	3 1/2	3 1/2		
<b>ADVANCES 7; DECLINES 17.</b>					<b>JUTE:</b> first marks....." 3 1/2	3 1/2	3 1/2	3 1/2	
<b>BUILDING MATERIALS</b>									
Brick, N. Y., delivered.....1000	10.50	10.50	15.00		<b>RAYON:</b>				
Portland Cement, N. Y., Trk. ....loads, delivered.....bbl	1.66	1.66	2.60		Den. Fil. a 150 22-32....." 75	75	95		
Chicago, carloads....."	1.85	1.85	1.95		b 150 40 a Viscose Process. b Cellulose Acetate....." 1.00	1.00	1.60		
Philadelphia, carloads....."	2.35	2.35	2.50						
Lath, Eastern spruce....." 100	4.00	4.00	3.75						
Lime, hyd., masons, N. Y., ton	13.00	13.00	14.00						
Shingles, Cyp., Pr. No. 1. ....1000	8.25	8.25	13.00						
Red Cedar, Clear, rail....."	2.85	2.85	3.66						
<b>LUMBER:</b>									
White Pine, No. 1 Barn, 1x4" ....per M ft. -2.50	52.00	54.50	55.50						
FAS Quartered Wh. Oak, 4/4" ...." " "	130.00	130.00	154.00						
FAS Plain Wh. Oak, 4/4" ...." " "	110.00	110.00	110.00						
<b>WOOL, Boston:</b>									
Average, 25 quot.....lb - .08									
Ohio & Pa. Fleeces:									
Delaine Unwashed....." 23 1/2									
Half-Blood Combing....." 23									
Half-Blood Clothing....." 20									
Common and Braid....." 16									

## WHOLESALE COMMODITY PRICES

with 50 for the first week of December, while advances totalled 11, against 9 for the comparative week of December. In the foodstuffs group, grains were stronger, with the exception of wheat and corn. Flour remained steady at last week's quotations; most provisions and dairy products were lower.

Textiles lacked strength, fractional downward revisions occurring in cotton goods, silk and wool. In the metals list, weakness continued, despite a slight firming in wire nails and barbed wire. The \$2 mark-down in newsprint has brought the current quotation down to \$55.

	Ch'ge	This Week	Last Week	Last Year		Ch'ge	This Week	Last Week	Last Year
Mich., and N. Y. Fleeces:					Soda ash, 58% light.....100 lbs		1.05	1.05	98
Delaine Unwashed.....lb	21	21	26		Soda benzoate.....lb	40	40	40	
Half-Blood Combing....."	22	22	27		<b>ADVANCES 0; DECLINES 1.</b>				
Half-Blood Clothing....."	19	19	25		Pig Iron: No. 2X, Ph.....ton	15.51	15.51	17.76	
Wis., Mo., and N. E.:					No. 2 valley furnace....."	15.50	15.50	17.00	
Half-Blood .....	20	20	24		No. 2 South Cincinnati....."	17.76	17.76	19.26	
Quarter-Blood .....	19	19	24		Billets, rerolling, Pittsburgh....."-1.00	14.69	14.69	14.19	
Southern Fleeces:					Forging, Pittsburgh....."	28.00	29.00	30.00	
Ordinary Mediums....."	19	19	22		Wire rods, Pittsburgh....."	35.00	35.00	36.00	
Ky., W. Va., etc.: Three-eighths					O-h rails, by, at mill....."	35.00	35.00	35.00	
Blood Unwashed....."	25	25	29		Iron bars, Chicago.....100 lbs	43.00	43.00	43.00	
Quarter-Blood Combing....."	22	22	29		Steel bars, Pittsburgh....."-10	1.50	1.50	1.65	
Texas, Scoured Basis:					Tin plates, Pittsburgh....."	1.50	1.50	1.65	
Fine, 12 months....."	54	55	65		Shapes, Pittsburgh....."	1.50	1.50	1.65	
Fine, 8 months....."	46	47	60		Sheets, black No. 24, Pittsburgh....."	1.50	1.50	1.65	
California, Scoured Basis:					Wire Nails, Pittsburgh....."-5	2.25	2.30	2.35	
Northern .....	46	46	50		Barb Wire, galvanized, Pittsburgh....."-+5	1.95	1.90	1.90	
Southern .....	45	45	57		Galv. Sheets No. 24, Pittsburgh....."-+5	2.60	2.55	2.55	
Oregon, Scoured Basis:					Coke, Connellsville, oven.....ton	2.80	2.80	2.90	
Fine & F. M. Staple....."	54	54	68		Furnace, prompt ship....."	2.25	2.25	2.50	
Valley No. 1....."	48	48	62		Foundry, prompt ship....."	3.50	3.50	3.50	
Territory, Scoured Basis:					Aluminum, pig (ton lots).....lb	22 1/2	22 1/2	22 1/2	
Fine Staple Choice....."	57	57	69		Antimony, ordinary....."- 1/4	6 1/2	6 1/2	7 1/2	
Half-Blood Combing....."	52	52	64		Copper, Electrolytic....."- 1/4	7	7	10	
Fine Clothing....."	45	45	60		Zinc, N. Y. ...."	3 1/2	3 1/2	4 1/2	
Pulled: Delaine....."	63	63	75		Lead, N. Y. ...."	3 1/2	3 1/2	4 1/2	
Fine Combing....."	58	58	60		Tin, N. Y. ...."-1 1/4	20 1/2	21 1/2	25 1/2	
Coarse Combing....."	40	40	47		Timplate, Pittsburgh, 100-lb. box	4.75	4.75	5.00	
California AA....."	60	60	73		<b>ADVANCES 2; DECLINES 5.</b>				
<b>ADVANCES 6; DECLINES 7.</b>									

## DRUGS AND CHEMICALS

Acetanilid, U.S.P., bbls.....lb	36	36	36	
Acid, Acetic, 28 deg.....100 lbs	2.60	2.60	2.60	
Carbolic, cans....."	17	17	17	
Citric, domestic.....lb	37 1/2	37 1/2	40 1/2	
Muriatic, 18%.....100 lbs	1.00	1.00	1.00	
Nitric, 52%....."	6.50	6.50	6.50	
Oxalic, spot....."	10 1/4	10 1/4	11 1/4	
Sulphuric, 60%.....100 lbs	55	55	55	
Tartaric crystals.....lb	27 1/2	27 1/2	31	
Fluor Spar, acid, 98%.....ton	38.50	38.50	38.50	
Alcohol, 190 proof U.S.P.....gal	2.37	2.37	2.55 1/2	
" wood 95%....."	44	44	44	
" denatured, form 6....."	31 1/2	31 1/2	39	
Alum, lump.....lb	2.25	2.25	3.50	
Ammonia, anhydrous.....lb	15 1/2	15 1/2	15	
Arsenic, white....."	4	4	4	
Balsam, Copiba, S. A. ...."	18	18	25	
Fir, Canada.....gal	10.00	10.00	11.00	
Peru....."-5	90	95	1.50	
Bicarbonate Soda, Am.....100 lbs	2.54	2.54	2.25	
Bleaching powder, over 34%....."	2.00	2.00	2.00	
Borax, crystal in bbl.....lb	2 1/2	2 1/2	2 1/2	
Brimstone, crude domestic.....ton	18.00	18.00	18.00	
Calomel, American.....lb	1.51	1.51	2.05	
Camphor, slabs....."	53	53	55	
Castle Soap, white.....case	15.00	15.00	15.00	
Castor Oil No. 1.....lb	10	10	11	
Caustic Soda, 76%.....100 lbs	2.25	2.25	2.15	
Chlorate potash....."	8	8	8	
Chloroform, U.S.P....."	25	25	27	
Cocaine, Hydrochloride.....oz	8.50	8.50	8.50	
Cream Tartar, domestic.....lb	20 1/2	20 1/2	24 1/2	
Epsom Salts.....100 lbs	2.25	2.25	2.25	
Formaldehyde.....lb	6	6	8 1/2	
Glycerine, C. P. in drums....."	11 1/2	11 1/2	12 1/2	
Gum-Arabic, Amber....."	6 1/2	6 1/2	11 1/2	
Benzoin, Sumatra....."	23	23	35	
Gamboge, pipe....."	75	75	85	
Shellac, D. C. ...."	38	38	40	
Tragacanth, Aleppo 1st....."	1.05	1.05	1.35	
Licorice Extract....."	18	18	18	
Powdered....."	33	33	33	
Menthol, Japan, cases....."	3.25	3.25	3.75	
Morphine, Sulp., bulk.....oz	7.95	7.95	8.95	
Nitrate Silver, crystals....."	24	24	24 1/2	
Nux Vomica, powdered.....lb	7 1/2	7 1/2	8	
Opium, Jobbing lots....."	12.00	12.00	12.00	
Quicksilver, 75-lb. flask....."	66.00	66.00	105.00	
Quinine, 100-oz. tins.....oz	40	40	40	
Rochelle Salts.....lb	16 1/2	16 1/2	19	
Sal ammoniac, lump, imp....."	10 1/4	10 1/4	10 1/4	
Sal soda, American.....100 lbs	90	90	90	
Saltpetre, crystals....."	7 1/2	7 1/2	7 1/2	
Sarsaparilla, Honduras.....lb	42	42	42	

## MISCELLANEOUS

COAL: f.o.b. Mines.....ton			
BITUMINOUS:			
Navy Standard....."	2.15	2.15	2.10
High Volatile, Steam....."	1.25	1.25	1.25
Anthracite, Company:			
Stove....."	8.00	8.00	8.00
Egg....."	7.75	7.75	7.75
Nut....."	7.75	7.75	7.75
Pea....."	5.75	5.75	5.00
DYE STUFFS—Bi-chromate			
Potash, am.....lb	8	8	9
Cochineal, silver....."	46	46	52
Cutch, Rangoon....."	9 1/2	9 1/2	10
Gambier, Plantation....."	8 1/2	8 1/2	7 1/2
Indigo, Madras....."	1.25	1.25	1.25
Prussiate potash, yellow....."	18 1/2	18 1/2	18 1/2
FERTILIZERS:			
Bones, ground steamed, 1 1/4, am., 60% bone phosphate, Chicago.....ton	25.00	25.00	28.50
Muriate potash, 60%....."	37.15	37.15	37.15
Nitrate soda.....100 lbs	1.77	1.77	2.05
Sulphate ammonia, domestic, delivered....."	1.10	1.10	1.87
Sulphate potash, ns. 90%.....ton	48.25	48.25	48.25
OILS: Cocoanut, Spot, N.Y. ....lb - 1/2	3%	3%	5%
China Wood, bbls. spot....."- 1/2	7	6 1/2	7 1/2
Cod, Newfoundland.....gal	28	28	48
Corn, crude Mill.....lb - 1/2	3 1/2	3 1/2	7 1/2
Cottonseed, spot....."- 1/2	3 1/2	4	7 1/2
Lard, Extra, Winter st....."	7 1/2	7 1/2	9 1/2
Linseed, city raw, carlots....."	6 1/2	6 1/2	8 1/2
Neatsfoot, pure....."	9 1/2	9 1/2	11 1/2
Rosin, first run.....gal	47	47	56
Soya-Bean, tank, cars, M. W. ....lb	3 1/2	3 1/2	7 1/2
Petroleum, Pa., cr., at well.....bbl	1.58	1.58	1.67 1/2
Kerosene, wagon, delivery.....gal	17	17	17
Gas'e auto in gar., st. bbls. ...."	12 1/2	12 1/2	11 1/2
Wax, ref. 125 m. p.....lb	3	3	3 1/2
PAPER: Newsroll Contract.....-2.00	55.00	57.00	62.00
Book, S. & S. C. ....lb	5 1/4	5 1/4	5%
Writing, tub-sized....."	10	10	10
No. 1 Kraft....."	4 1/2	4 1/2	5
Sulphite, Domestic, bl. ....100 lbs	2.00	2.00	2.65
Old Paper No. 1 Mix....."	15	15	20
PLATINUM .....oz	38.00	38.00	44.00
RUBBER: Up-River, fine.....lb - 1/2	5 1/4	5 1/4	11 1/2
Plan, 1st Latex, crude....."- 1/2	5	5 1/2	8 1/2
<b>ADVANCES 1; DECLINES 6.</b>			
<b>TOTAL ADVANCES.....</b>	11	7	22
<b>TOTAL DECLINES.....</b>	51	27	29

## NATIONAL MONEY AND CREDIT CONDITIONS

**Year-End Demand for Loans Lighter than Anticipated, Despite Continuance of Low Rates—Collections Somewhat Slower**

### MONEY MARKETS

#### In Eastern Districts

**Boston** The Federal Reserve Bank of Boston strengthened its position during the week, and the ratio increased from 58.4 to 62.7 per cent. There was an increase in the gold reserve of about \$21,000,000. Recent developments in banking circles have resulted in a considerable increase in the use of the Federal Reserve credit. Rates continue steady, call money going at 4½ per cent, time money at 4¼ to 4½ per cent, and commercial paper at 3¾ to 4 per cent.

**Philadelphia** Banks report funds ample, but with demand sluggish for all kinds of accommodations. Call money is quoted at 4 per cent, and commercial loans at 4½ to 6 per cent.

#### In South and Southwest

**St. Louis** There was practically no change in the local money market during the week. The supply is ample to meet all needs, with demand continuing light.

**Atlanta** The local money market continues steady, with interest rates averaging 5 to 6 per cent. Funds continue in ample supply for all legitimate needs.

**Dallas** The general demand for money continues slow, and the local money market is quiet at present. The rate quotations which have strengthened in recent months continue steady. Prime commercial paper rates range from 4 to 4½ per cent, on the average.

#### In Western Districts

**Cincinnati** Money continues in a firm position, with rates averaging 5½ to 6 per cent for practically all classes of loans. Funds for usual commercial requirements are adequate, but the demand has been subnormal. Call loans to brokers have been in limited proportion.

**Cleveland** While the holiday season caused some spurt in the demand for business loans, the money market receded following the holidays to about its former status. Interest rates hold quite firm. The volume of debits to individual accounts reported by the local Federal Reserve Bank this week showed a total only slightly below that of the week preceding.

**Kansas City** The larger banks report deposits to be holding up well, but some of the smaller institutions have recorded a slight decrease during the past week or two. The demand for money has been weak. Rates remain at 4½ to 6 per cent.

### COLLECTION CONDITIONS

#### In Eastern Sections

**Boston** General collections slowed up considerably during the past three weeks, with the average 7 to 8 per cent below that for the comparative period of 1928.

**Newark** Collections show but a small improvement over conditions prevailing a week ago.

**Buffalo** Proceeds from holiday trading have improved collections in many directions.

**Philadelphia** In the radio trade, there has been a marked improvement in collections, but payments continue slow with luggage stores and specialty shops.

**Pittsburgh** There has been no material improvement in collections, which continue slow.

#### In South and Southwest

**St. Louis** Collections in this district continue slow both in wholesale and retail trades.

**Memphis** Collections are slow, and credits continue to be restricted.

**Atlanta** There has been no improvement in collections, which continue slow with retailers.

**Baltimore** The majority of houses report the local collection status as fair.

**Dallas** The general status of local collections is somewhat better than it was a week ago.

**Jacksonville** The local collection situation has not improved with the turn of the year.

#### In Western Districts

**Chicago** There has been no improvement in collections, which continue slow for this period.

**Cincinnati** Following the holiday trading, remittances have improved in many instances.

**Cleveland** Since the first of the year, collections have taken a drop, with a large percentage of accounts running slow.

**Denver** Collections are not better than fair in most branches of trade.

**Twin Cities (St. Paul-Minneapolis)** Some houses report collections as good, but the average cannot be classed as better than fair to slow.

**Omaha** Retail collections are prompter, but the general average still is slow.

**Portland, Ore.** Because of the stricter credit terms, collections are better than normal.

## COURSE OF INTERNATIONAL MONEY MARKETS

### Return of Funds Tends to Ease Money Rates, but Relatively Few Transactions are Being Made—Gold Exports Continue

A slightly easier tendency in the money market made its appearance this week, owing to factors always operative after the turn of the year. With the year-end turnover accomplished and holiday funds returning to the market steadily, money was available this week in greater quantities than the market demanded, and slow sagging of the more sensitive rates was a natural concomitant.

Call loans on the New York Stock Exchange opened at 3½ per cent Monday, which was the carry-over rate from last week's transactions. An immediate tendency toward ease resulted in some offerings in the unofficial street market at a small concession, and although renewals Tuesday were again arranged at 3½ per cent, the official rate for new loans dropped to 3 per cent that day. The 3 per cent rate was established for all dealings Wednesday, while in the unofficial outside market some accommodation was arranged at figures as low as 2½ per cent. The official rate dropped to 2½ per cent on Thursday. These charges are apt to prevail for a while.

#### Time Market Quiet

Time money was extremely quiet, virtually no business of consequence being transacted. Charges were 3½ to 4 per cent for all maturities. The tendency in these call and time loans against stock exchange collateral was again illustrated by the comprehensive report of the New York Stock Exchange for the full month of December. The aggregate of loans outstanding, it was disclosed, fell from \$730,151,908 at the end of November, to \$587,159,813 at the end of December, a recession of \$142,992,095. This carried the aggregate to the lowest figures since the records were started in 1918.

Rediscounts at the Federal Reserve Bank of New York continued at 3½ per cent, the rate which was established October 16, last, after two successive advances of 1 per cent each. Bankers' acceptances eligible for rediscount at the Federal Reserve or for purchase by the institutions remained at a range of 3½ bid and 3 per cent asked for thirty to ninety-day maturities, and 3½ bid and 3½ asked for five and six months' dates. Commercial paper held at 3¾ to 4 per cent for prime names, all dates, and 4 to 4¼ per cent for others. Little business is currently reported in such paper.

#### Gold Again Withdrawn

That the international financial uncertainty is not yet entirely dispelled was again indicated this week by some material withdrawals of gold from New York by European holders of balances here. There were sizeable exports to France, Switzerland and Belgium, in continuance of the

movements started immediately after the British gold payment suspension announcement of September 21, last, and also a considerable addition to the stock of gold held earmarked for foreign account, which amounts to an export. The earmarkings attracted some attention, as they represent a movement that is contrary to the customary tendencies after the year-end.

Daily closing quotations of foreign exchange (bankers' bills) in the New York market follow:

	Thurs. Dec. 31	Sat. Jan. 2	Mon. Jan. 4	Tues. Jan. 5	Wed. Jan. 6	Thurs. Jan. 7
Sterling, checks...	3.39 1/4	3.40 1/4	3.37	3.36	3.35 1/4	3.39 1/4
Sterling, cables...	3.39 1/4	3.40 1/4	3.37 1/4	3.36 1/4	3.35 1/4	3.39 1/4
Paris, checks...	3.92 1/4	3.93 1/4	3.91 1/4	3.92 1/4	3.92 1/4	3.91 1/4
Paris, cables...	3.92 1/4	3.93 1/4	3.91 1/4	3.92 1/4	3.92 1/4	3.91 1/4
Berlin, checks...	23.78	23.73	23.68	23.74	23.74	23.75..
Berlin, cables...	23.80	23.75	23.70	23.76	23.76	23.78
Antwerp, checks...	13.89 1/4	13.88 1/4	13.93 1/4	13.91	13.91	13.89 1/4
Antwerp, cables...	13.90	13.89 1/4	13.94	13.91 1/4	13.91 1/4	13.90 1/4
Lire, checks....	5.00%	5.09 1/4%	5.08 1/4%	5.08 1/4%	5.09 1/4%	5.08%
Lire, cables....	5.07	5.10	5.08 1/2%	5.08 1/2%	5.09 1/4%	5.09%
Swiss, checks...	19.53	19.52	19.53	19.52	19.52	19.50 1/4
Swiss, cables....	19.53 1/4	19.52 1/4	19.53 1/4	19.52 1/4	19.52 1/4	19.51 1/4
Guilder, checks...	40.11	40.09 1/2	40.22	40.15 1/4	40.16 1/4	40.08 1/4
Guilder, cables...	40.12	40.10 1/2	40.23	40.16 1/4	40.17 1/4	40.11
Pesetas, checks...	8.42 1/4	8.45	8.45	8.44	8.43	8.44 1/4
Pesetas, cables...	8.42 1/4	8.45	8.45	8.45	8.44	8.45 1/4
Denmark, checks...	18.89	18.88	18.79	18.64	18.64	18.65
Denmark, cables...	18.90	18.90	18.80	18.65	18.65	18.70
Sweden, checks...	19.00	19.09	19.09	19.00	19.06	19.08
Sweden, cables...	19.01	19.10	19.10	19.10	19.07	19.09
Norway, checks...	18.74	18.74	18.64	18.49	18.44	18.55
Norway, cables...	18.75	18.75	18.65	18.50	18.45	18.60
Greece, checks...	1.28%	1.28%	1.28%	1.28%	1.28%	1.28%
Greece, cables...	1.28%	1.28%	1.28%	1.28%	1.28%	1.28%
Portugal, checks...	3.15	3.15	3.10	3.10	3.13	....
Portugal, cables...	3.17	3.17	3.12	3.12	3.15	....
Australia, checks...	2.71	2.71	2.69 1/4	2.68%	2.69	....
Australia, cables...	2.72	2.72	2.69 1/2	2.68%	2.70	....
Montreal, demand...	83.25	84.00	84.12 1/4	84.25	84.75	84.87
Argentina, demand...	25.70	25.75	25.70	25.05	25.05	24.95
Chile, demand...	6.20	6.20	6.30	6.20	6.20	6.26
Uruguay, demand...	12.08	12.13	12.08	12.10	12.10	12.07
	45.00	46.00	44.75	45.00	45.00	44.25

#### Foreign Rates Favor United States

Foreign exchange rates, as a whole, tended to move in favor of the United States. There were some notable exceptions, such as the French and Swiss francs, belgas and guilders, since these are normal gold standard currencies. They held at about previous levels, close to the nominal parity with the United States dollar. Owing to this fact, the movements of gold to Europe can only be explained as due to abnormal demands probably incident to the European credit crisis.

The sterling rate and Indian rupees attracted most attention, owing to the resumption of the civil disobedience campaign by Mahatma Mohandas K. Gandhi and his followers of the All-India Nationalist Congress. These currencies reacted sharply in the early trading of the week, sterling falling as low as \$3.37½ Monday and \$3.35½ Wednesday. A slow recovery began Thursday, however, and much of the loss was regained. The important movement of gold from India to London, which began soon after the gold suspension announcement, may be affected by the new development in India and it is believed this factor was important in depressing sterling early in the week. Almost \$100,000,000 in gold has already been shipped from Bombay to London, so that the movement is of considerable importance in international finance and exchanges.

## YEAR OPENS WITH TRADE IN DRY GOODS MORE ACTIVE

Cotton Manufacturers of North and South Confer to Control Output and Prices—Slight Advance in Percale Prices

Trading in primary dry goods markets was resumed somewhat slowly at the opening of the new year. The examination of year-end statements is being pursued more closely than usual. Constructive measures are being taken in the printed cotton goods markets by large handlers looking toward eliminating price-cutting. Some advances were announced on printed percales. Southern cotton manufacturers have been in conferences with buyers here, endeavoring to arrive at some plan of regulating the output that will be subscribed to by a substantial part of the industry.

Price revisions downward have again been made on some important lines of clothing offered by manufacturing retailers and there has been a very noticeable pressure for sales among retail stores featuring standard merchandise.

### Spring Silk Goods Active

In the wool goods division trade has started slowly, although Spring ordering is thought to be less than half seasonal requirements. New styles of dresses and coats will be shown in the next few days and it is then expected that cutters will begin ordering more liberally. The strength of the raw material is aiding in holding goods prices fairly steady.

In the knit goods division more attention is being given to the production of knitted outerwear, and bathing suit business is coming into sight in some directions. Fancy hosiery for men still holds a prominent place. Silk and rayon hosiery are in moderate call.

In silk piece goods there has been a growing demand for canton crepes and for new types of printed goods for Spring. The costs of printing are being advanced as a consequence of an understanding arrived at among finishers to try and avoid the reckless and profitless competition that featured the business last year.

### Percale Prices Advance

Printed percales were advanced  $\frac{1}{2}$ c. a yard to a basis of  $11\frac{1}{2}$ c. for the retail trade, and  $10\frac{1}{4}$ c. to wholesalers. Goods for the cutting trades were priced at 10c. Revisions were made on tickings and narrow prints. The sheet and pillowcase markets are in a highly competitive state, with prices quoted at retail at the lowest levels known for years. Most of the business done on print cloths was on 4-yard 80 squares, now held at  $\frac{1}{8}$ c. higher. Carded broadcloths are also  $\frac{1}{8}$ c. a yard higher. Little improvement was noted in the demand for heavy goods, although some houses are hearing from automobile supply houses more frequently. More interest is

displayed in new types of wash fabrics for Spring.

Some drift away from the steady demand for plain serges and oxford weaves in men's wear suitings is reported, and new types of neat fancies are being prepared. The demand is better this season for wool goods for youths' and boys' wear. The women's wear offerings for Spring are being sampled widely by cutters and agents are hopeful of a fairly active movement starting in the next two years.

### Crepes and Piques Reordered

Rayon crepes and rayon piques are being reordered from the mills, and more interest is shown in new types of acetate linings for men's and women's wear. Large rayon producers state that no price revisions are contemplated. Knitters have been taking rayon in more freely and are doing more business in the better grades. Rayon taffetas have been selling better in some quarters.

Burlap traders were quite unsettled during the week by reports of political disturbances in India that may affect production of jute products in the Calcutta districts. Last year, production was held down to 60 per cent capacity and stocks in this country were reduced in a substantial way.

### Large Imports of Raw Silk

For the calendar year ending December 31, 1931, 605,919 bales of raw silk were imported into the United States, 56,000 more bales than in 1930, a gain of 10.2 per cent. Deliveries to mills in the same period were 2.2 per cent more than in the preceding year. Stocks in warehouses here at the end of the year were 69,460 bales and there were 52,700 bales of Japan silk in transit to the country at that time. Importations of raw silk in the past three years averaged 50,000 bales monthly.

### This Week's Cotton Prices

The course of prices in the cotton option market at New York and spot prices for each day this week at leading cotton centers are given in the following table:

	Thurs.	Fri. & Sat.	Mon.	Tues.	Wed.	Thurs.
	Dec. 31	Jan. 1-2	Jan. 4	Jan. 5	Jan. 6	Jan. 7
January .....	6.33	*	6.12	6.18	6.30	6.28
March .....	6.44	.....	6.22	6.27	6.39	6.38
May .....	6.56	.....	6.38	6.44	6.56	6.53
July .....	6.77	.....	6.57	6.62	6.75	6.71
October .....	7.03	.....	6.82	6.87	6.97	6.93
	Wed.	Thurs.	Fri. & Sat.	Mon.	Tues.	Wed.
	Dec. 30	Dec. 31	Jan. 1-2	Jan. 4	Jan. 5	Jan. 6
New Orleans, cents...	6.38	6.31	*	6.08	6.13	6.26
New York, cents....	6.55	6.50	.....	6.25	6.35	6.45
Savannah, cents....	6.23	6.19	.....	5.97	6.02	6.14
Galveston, cents....	6.40	6.35	.....	6.10	6.15	6.25
Memphis, cents....	5.75	5.70	.....	5.50	5.50	5.55
Norfolk, cents....	6.16	6.12	.....	6.07	6.13	6.25
Austin, cents....	6.13	6.18	.....	5.88	6.00	6.06
Houston, cents....	6.30	6.30	.....	6.05	6.16	6.20
Little Rock, cents....	5.70	5.65	.....	5.42	5.42	5.65
St. Louis, cents....	6.00	6.00	.....	5.80	5.80	5.80
Dallas, cents....	5.85	5.85	.....	5.60	5.65	5.80

\* Holiday

## ACTIVITY GAINS IN HIDE AND LEATHER MARKETS

### Despite Heavy Stocks, Price Structure Shows Slight Firming Tendency Trading in Upper Leathers Still Light

There has been some further trading in hides in spite of the terms controversy. The latter end of last week, Pacific Coast packer untrimmed November's sold at 5½c. for steers and 5c. for cows, flat f. o. b. shipping points. This was followed this week by the sale of 5,000 December's and 3,000 October-November-December's at the same rates. A St. Louis independent sold 5,000 October-November butt branded and Colorado steers together at 7c., and there were resales reported of 1,000 native steers at 6½c., besides several cars of November light native cows partly at 6½c. and partly at 6¾c. and light Texas at 7c., all new terms basis.

#### Stocks Considered Heavy

Stocks in the hands of the leading packers, including the large independents standing with the packers in the terms controversy, were estimated to be around 1,000,000 unsold hides at the close of the year, many of which are under thirty-days' and many more sixty-days' cure and are ready for immediate shipment. Quotations are strictly nominal and chiefly based on such small sales of outside and small packer hides as have been made and the River Plate frigorifico market.

Country hides are reported in small supply. Recently, trading was mostly quiet and bids were lowered, but in a general way conditions are not much changed. Some trades were reported down to 6½c. for Chicago extremes. Weights 45 pounds and up sold at 5½c. and straight-weight buffs are held to 5¾c.

#### Calfskins Generally Slow

River Plate frigorifico steers continued fairly active and following trading at last week's price of around 7½c. c. & f. per pound, the market strengthened somewhat with business this week about 7¾c. thus far. Light steers continue to command practically the same level as heavies.

Calfskins are generally slow and weak. West, big packer Milwaukee skins, which average light and contain some cities, sold at 8c. A big packer is reported offering Southern point September to December's at 7½c. and this is a basis of 8½c. for Northern's, Chicago city's are offered at 7c. for 8 to 10 pounds and 8½c. for 10 to 15 pounds, but buyers' ideas are less. In New York, a sale was made of 4 to 5-pound and 5 to 7-pound weights together at 50c. for the former and 60c. for the latter, it was understood. The 7 to 9's are almost unquotable and talked anywhere, nominally, from 70c. up to 85c. to 90c. asked, and there was an unconfirmed report that a packer had sold 9 to 12's down to \$1.25, although one packer said this was bid but

declined. Packer kips West, have continue active on the steady basis of 8½c. for Northern point natives. Chicago city's sold down to 7¼c., with interest light in most offerings.

#### Firmer Tone in Leather

A decidedly firmer tone was apparent in the leather market at the turn of the year. Asking schedules in a general way were raised, on sole leather backs, about 2c. per pound for cows, tannery run. Nominally, standard tannages were mostly quoted not over 30c. Supplies are said to have been considerably reduced and that for some lines, in certain grades and weights of whole leather (backs and bends), offal and cut stock, there is now a scarcity. Some reports were to the effect that better business was experienced as the year closed and larger quantities were shipped out.

#### Demand for Reptiles Gains

Upper leathers have been quiet, with holiday and inventory-taking time, but resumption of business is anticipated, as reports continue that buyers are decidedly short of reserves. Reptiles were active up to the latter end of December, but decidedly low prices were made by holders, some of whom sacrificed holdings, to such an extent as to be below what raw skins could be bought for. Up to holiday week, business in kid was larger, as noted. Both Boston and New York reported an increased demand. In New York, this was principally for blacks in small skins. In the East, large black skins sold at a low range of prices, up to 15c. Against this, tanners of East India prime-quality blacks claim sales of top selection small skins for better grades of shoes, up to as high as 55c., but the bulk of sales were below that figure. The call for side upper leather continues for the lowest-priced selections.

#### Shoe Production Resumed

A resumption of further orders in shoe manufacturing, interrupted by the holidays and the end of the year, is shortly expected, although manufacturers and wholesalers are at present concerned with inventory matters. New England continues to report that the chief demand centers on shoes at a price, as has ruled right along, mostly footwear to retail at \$3.50 per pair and less, for women's wear. When it comes to men's shoes, it is the same story, shoes at a price. In Brockton, the manufacturers are producing more and more footwear at \$4 and below as a retail price, and some of the firms there expect a good volume of new orders during the coming months.

## SECURITY PRICES RALLY AFTER TURN OF YEAR

**Strong Buying Movement Appears in Leading Stocks, but Bonds Show Relief from Pressure—Bank Clearings Larger**

Although financial markets displayed further uncertainty and irregularity this first full week of the new year, the trend as a whole has been favorable, owing to a sharp upswing in stocks and bonds during the mid-week sessions. The feeling of relief over the passing of the disastrous year 1931 was a profound one, but the markets were too much shaken to occasion any immediate buying enthusiasm. In the early sessions of this week there was still, in fact, a substantial amount of liquidation in progress and numerous new low prices for the movement were recorded. A quick forward movement Wednesday wiped out such losses and established levels considerably higher than those reached early in the week, while further gains were registered subsequently.

Daily transactions in stocks and bonds on the New York Stock Exchange compare with last year as follows:

Week Ending Jan. 6, 1932	Stocks		Shares		Bonds	
	This Week	Last Year	This Week	Last Year	This Week	Last Year
Thursday	1,500,000	*	\$14,613,000	*		
Friday	722,000	1,547,790	5,480,000	7,000,000		
Saturday	1,800,000	2,000,000	11,920,000	12,920,000		
Monday	1,500,000	1,906,600	10,970,000	12,750,000		
Tuesday	1,800,000	2,140,200	13,566,000	13,155,000		
Wednesday	2,200,000	1,706,100	13,056,000	15,032,000		
Total	9,222,000	9,887,600	\$69,329,000	\$58,935,000		
* Holiday						

The markets were influenced by an unusually tangled mixture of favorable and unfavorable developments and by many rumors of other incidents. Tax selling ceased with the advent of 1932, but a modest amount of further liquidation made further losses inevitable in view of an almost complete lack of buying interest. Speculative favorites were offered on a down scale early in the week, and substantial losses appeared in such stocks as Auburn Auto, Eastman Kodak and J. I. Case. United States Steel reached a new low since 1908 at 35½.

### Atchison Dividend Reduced

This downward movement was accounted for in part by many announcements of dividend reductions or suspensions. Curtailment of the Atchison rate from a \$10 to a \$6 annual basis was the most significant of these, but others included reductions by the American Smelting & Refining Company, Columbian Carbon and Goodyear. Associated Dry Goods omitted its payment. Suspension of the Stock Exchange firm of Gurnett & Co. also was an unsettling influence.

### Bond Market Strong

In the bond market the tone was somewhat better than in stocks. Early trading of the week resulted in some small recessions in domestic corporation bonds, but foreign issues tended to advance. The latter section witnessed one of its best

sessions in months, Wednesday, when the rumors of a reparations agreement were circulated. German bonds advanced from three to ten points, and all other foreign issues also showed sizeable gains. Domestic corporation bonds moved more slowly, but they also registered impressive advances. The United States government list was depressed, on the other hand, owing to the numerous projects under discussion at Washington which will have to be financed by means of extensive Treasury borrowing. These projects may require billions in new issues, and with financing impending on any such scale, holders of outstanding bonds prefer to dispose of some of their securities.

### BANK CLEARINGS SOMEWHAT LARGER

Bank clearings for the first week of the new year are relatively higher than those of the two months at the close of 1931. The total, however, for all leading cities in the United States of \$6,495,345,000 is 40.0 per cent under that of a year ago. At New York, the amount was \$4,369,233,000, a reduction of 44.8 per cent, while the aggregate for cities outside of New York of \$2,126,112,000 was 35.0 per cent smaller. Only five business days are again included in this week's return, but a year ago there were six days covered. This difference makes the loss shown throughout the entire list of cities compared with a year ago very much greater than it should be. The reduction continues heavy at every city reporting. Clearings this week for the five days are \$1,670,000,000 larger than those for the five days of last week, which is accounted for by the yearly settlements that enter into the banking returns of the first week of the new year.

Bank clearings this week, and average daily bank clearings for the past year, are printed here-with:

	Five Days Jan. 7, 1932	Five Days Jan. 8, 1931	Per Cent	Five Days Jan. 9, 1931
Boston	\$298,000,000	\$520,000,000	-43.7	\$555,000,000
Philadelphia	400,000,000	531,000,000	-34.7	750,000,000
Baltimore	89,195,000	87,719,000	+51.6	126,759,000
Pittsburgh	128,402,000	183,283,000	-29.9	185,165,000
Buffalo	38,815,000	55,380,000	-30.9	62,247,000
Chicago	305,549,000	582,529,000	-47.5	648,715,000
Detroit	94,242,000	191,652,000	-49.8	192,824,000
Cleveland	92,191,000	157,816,000	-21.1	168,915,000
Cincinnati	60,000,000	75,222,000	-21.1	76,980,000
St. Louis	90,100,000	152,100,000	-40.7	156,900,000
Kansas City	71,500,000	117,800,000	-39.3	140,000,000
Omaha	27,428,000	45,668,000	-37.2	46,377,000
Minneapolis	51,876,000	77,985,000	-32.4	74,070,000
Richmond	34,000,000	44,162,000	-20.0	49,070,000
Atlanta	48,800,000	49,102,000	-10.8	55,285,000
Louisville	20,639,000	28,979,000	-28.8	41,751,000
New Orleans	41,870,000	60,132,000	-30.4	54,534,000
Dallas	34,401,000	45,536,000	-24.5	54,322,000
San Francisco	157,200,000	186,300,000	-15.6	204,100,000
Portland	24,492,000	32,362,000	-24.3	39,756,000
Seattle	30,000,000	38,865,000	-22.9	45,889,000
Total	\$2,126,112,000	\$3,270,448,000	-35.0	\$3,742,935,000
New York	4,369,233,000	7,722,607,000	-44.8	8,870,000,000
Total All....	\$6,495,345,000	\$10,993,055,000	-40.0	\$12,112,935,000
Average Daily:				
December	\$1,029,128,000	\$1,511,615,000	-31.9	\$1,894,754,000
November	948,602,000	1,444,730,000	-35.5	2,511,431,000
October	1,160,414,000	1,623,508,000	-28.5	2,780,899,000
Third Quarter....	1,144,788,000	1,507,147,000	-23.0	2,165,428,000
Second Quarter....	1,483,290,000	1,881,579,000	-21.7	1,972,246,000
First Quarter....	1,404,600,000	1,799,904,000	-22.0	2,216,714,000

## SHARP RALLY CARRIES ALL GRAIN PRICES HIGHER

Favorable Domestic Crop News and Broadened Export Movement Chief Contributing Factors to the Rising Market

Grain prices on the Chicago Board of Trade rallied after a weak opening, in keeping with the better tone of the stock market and reports of improving financial conditions abroad. While grains did not advance spectacularly, there was considerable firmness, as well as some activity. For the first time in many weeks, sentiment seemed to be leaning toward the bull side. Constructive items were important in the week's news.

### Wheat Closes Higher

A hangover of liquidation greeted the first day of trading of the new year, and the close in wheat on Monday was  $1\frac{3}{8}$ c. to  $1\frac{1}{8}$ c. lower. The turn in the trend came in the late Tuesday trading for net gains of  $\frac{1}{8}$ c. to  $\frac{1}{4}$ c., and prices thereafter worked slowly higher for maximum advances of 1c. on Wednesday and a major fraction on Thursday.

Domestic crop news was rather bearish, with rain and snow aiding Winter wheat prospects, but Canadian exports showed a good increase. Two private estimates indicated the feeding of 129,000,000 bushels of United States wheat to stock in the last six months, and a loss of about 100,000,000 bushels for the 1931 Kansas Winter wheat crop of 240,000,000 bushels.

### Domestic Crop News Bearish

The government weekly weather report stated that the wheat crop in sections of the Ohio Valley was jointing or ready to joint, and undoubtedly would be unable to withstand a hard freeze. The western third of Kansas was in poor to very poor condition. Otherwise, the Winter wheat situation was excellent, with ample snow protection. The weather forecast called for lower temperatures and this might change conditions in the Ohio Valley.

Foreign weekly crop summaries were favorable, as they reported ample snow covering, and the condition of Winter grains as satisfactory. Continental arrivals for the week were 3,632,000 bushels, and from July 1, 1931, totalled 122,000,000, against 167,000,000 bushels for the same period the year previous. Further rains in Argentina did not attract much attention, as the forecast called for mostly clear weather with rising temperatures.

### Export Movement Heavier

Other cables were that France and England had agreed to a three-year moratorium with Germany. Private cables told of an improved demand for cash wheat from the United Kingdom and the Continent. A holiday was observed in Argentina on Wednesday, resulting in an absence of Argentine wheat in foreign markets.

The export business broadened considerably

during the week, and while practically all of this movement was in Canadian wheat it was working toward the reduction of the North American surplus. The Tuesday business was placed at 3,500,000 bushels for foreign account, of which Cuba took 2,000,000 bushels. On Wednesday fully 1,000,000 bushels were sold, with the Orient again believed to have taken a substantial total. Aside from this, it was reported that Europe was in the market for rye. There also were reports that the Farm Board had sold approximately 12,000,000 bushels of stabilization wheat to Germany.

Another occurrence during the week that failed to get much attention was the passage by the Senate of the proposal to give 40,000,000 bushels of Farm Board wheat to charity. Just how this will be used—whether it will go into flour—was not made known. The trade felt, however, that this created really a bearish situation for it removed the potential demand for a similar amount of cash wheat with the farmer direct.

### Corn and Rye Stronger

Corn about made up its Monday loss of 1c. to  $1\frac{1}{2}$ c. during the three days of trading which followed, with the rally in wheat the chief factor in the late advance. Country selling continued light, but buyers were wary, fearing an increase in shipments at higher levels; this accounted for the narrow price range. Oats swung within a fractional range. Rye gave ground sharply on Monday, and made its biggest gain of  $\frac{1}{8}$ c. to  $1\frac{1}{8}$ c. at mid-week. Actual news in both grains was indecisive, but they followed the trend of the leading cereal.

Daily closing quotations of grain options in the Chicago market follow:

	Thurs. Dec. 31	Fri. Jan. 1-2	Sat. Jan. 4	Mon. Jan. 5	Tues. Jan. 6	Wed. Jan. 7	Thurs. Jan. 8
<b>WHEAT:</b>							
March	55%	*	53%	54%	55%	56%	
May	50%	55%	56%	57%	57%	57%	
July	56%	54%	55%	56%	56%	56%	
<b>CORN:</b>							
March	39%	*	38%	39%	39%	40	
May	41%	40%	41%	41%	41%	41%	
July	43	41%	42%	43	43%		
<b>OATS:</b>							
May	26%	*	25%	26%	26%	26%	
July	26	25%	25%	25%	25%	25%	
<b>RYE:</b>							
May	46%	*	45%	46	46%	47%	
July	46%	45%	46	47%	47%	47%	

The grain movement each day is given in the following table, with the week's total, and comparative figures for last year:

	Wheat	Flour	Corn
	Western Receipts	Atlantic Exports	Western Receipts
Wednesday	892,000	17,000	1,000
Thursday	493,000	88,000	10,000
Friday and Saturday	*		
Monday	\$1,398,000	321,000	3,000
Tuesday	834,000	478,000	4,000
Wednesday	309,000	16,000	2,000
Total	2,921,000	920,000	20,000
Last year	6,302,000	964,000	67,000
			2,087,000
			3,097,000

\* Holiday † Three days

## SURVEY OF GENERAL RUBBER TRADE

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factoring or kindred lines for the demand for its products, has been the more severely affected in the Dallas district.

The rubber footwear and clothing business generally have been off during the present year, but inclement weather in the Fall and Winter months this year created an unusual demand, and month by month comparison for the past three months exceed that of 1930. This recovery of sales will materially cut down the volume reduction, and it is figured that the 1931 volume probably will not be off more than 20 per cent from that of 1930. Prices in rubber footwear are not off more than 6 per cent, with last year's, with current prices fairly stable.

### Dollar Volume Declines

Although 70 per cent of all tires put on new motor vehicles in Michigan accounts for the major portion of rubber consumption, only 15 per cent is produced at Detroit. Unit sales are holding up close to the 1930 level price, but reductions of 15 per cent or more are holding the dollar sales fully 10 per cent under last year's volume.

There has been a sharp decline in mechanical and footwear rubber to the lowest within the last decade. Prices are so low now that only the best equipped factories mechanically and financially, can count on a profit this year.

### Floor Coverings Neglected

Manufacturers of floor coverings and rubber tile at Providence have been operating on a restricted schedule, due to lack of activity in building, this condition having been prevalent during practically the entire year. Decrease in prices of raw material have effected profits, but in some quarters it is believed that improvement in operating conditions should be shown, following write-off of losses on inventories, for January 1 balance sheet.

A slight increase in orders is noted for a few lines of mercantile rubber products used in manufacturing operations, but this increase has been handled without any appreciable increase in the number employed. Seasonable activity is noted in lines affiliated with the surgical and drug business, whose principal season is during the Winter months. There is little indication of any immediate increase in the price of raw material.

### Improved Demand Expected

Buffalo as a producing center of mechanical rubber goods has been running below normal. The fourth quarter of the year has run about 10 per cent below the record of the third quarter, and for 1931 there has been a decided falling off in production of about 25 to 30 per cent below that of 1930.

Cost of materials is not so large a factor in mechanical rubber goods as the labor cost, and local

plants in this line have maintained the labor rate about at last year's level. The unit volume is off in about the same proportion as the dollar volume. Most raw materials are at lower levels than ever. An even trend of prices is expected to be maintained, but a sudden upturn in business would force prices higher.

For the first quarter of 1932, a slow but steady improvement is anticipated. Inventories are down to low levels. By February and March, many projects usually get started that require mechanical rubber goods and the first quarter of 1932 is expected to increase sales by 15 to 20 per cent. The future outlook from the standpoint of demand, supply and prices is for a slow, but steady upturn.

### Output of Novelties Increased

Manufacturers in the Toledo district report that business has been fairly good, practically equal to that of a year ago. This, however, has been occasioned by a diversified line of products, such as rubber floor treads, stair-landing mats, and rubber for automobiles. Prices, however, have decreased 15 to 20 per cent.

One concern that has its rubber goods manufactured for it, and assembles rubber floor mats and kindred items, reports output increased 50 per cent over that of 1930, with cost prices approximately the same. Prospects for this concern are apparently favorable, as novelty features and colored designs are made in the finished product.

Three other small concerns report business only fair, sales having fallen off about 30 per cent from the record for the same period of last year. In the jobbing trade, sales are reported about 30 per cent less, with prices 20 per cent lower than at the same period a year ago.

### Year-End Production Higher

Production of mechanical goods and solid tires at Youngstown is reported at a slight increase within the past month. The rate, however, in comparison with that of a year ago is reported somewhat less.

Prices are at a low level, due to the highly competitive field, especially in solid automobile tires. Wages are at a marked reduction, principally because of reduced working hours. Distribution of pneumatic tires is somewhat off for this season of the year, but an increase is shortly anticipated from orders for Spring delivery.

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